COMMERCIAL ENTERPRISE OMNIBUS
Support Services
FY04 Overview

Briefing for

Government & Industry

CEOss Discussion Agenda

- Introduction to ACSS
- ACSS Service Center Operations
- eP^2 Model Behaviors / Business Methodology

Introduction to ACSS

Guidance & Objectives

Overarching Procurement Guidance

- Focus on the Command Mission - Outcome *v.* Process
- Future Buying Practices governed by Commercial Rules
- Performance / Results Focus not Control / Oversight

MCSC Objectives

- Leverage Commercial Business Model
- Leverage Pricing Dynamics of the Marketplace
- Enhance Competitive Business Climate within the Regi
- Reward Performance / Mitigate Risk - Quantify Results
- Customer-centric / Regulatory Compliant

Challenges & Constraints

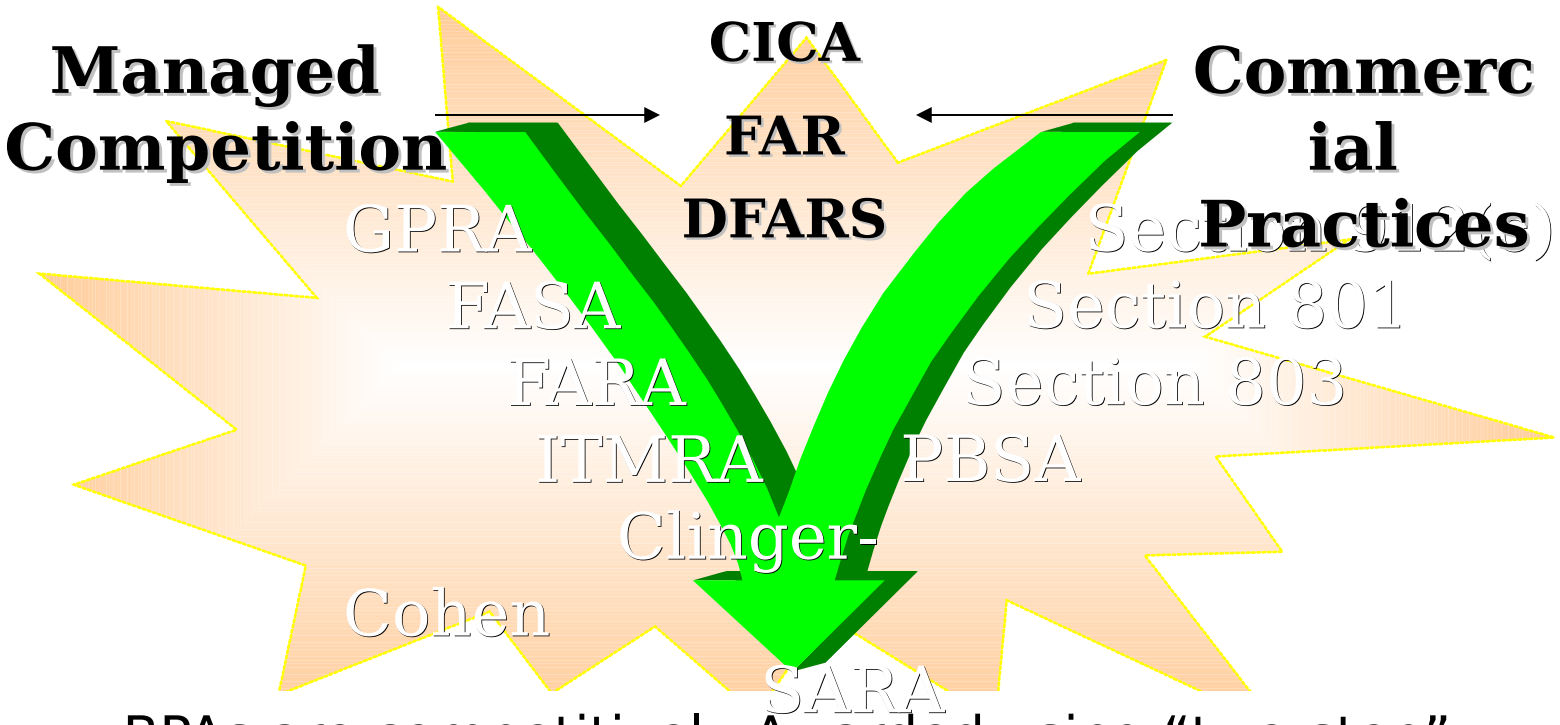
- Government Customers
  - Operating Efficiency
    - Ease of Use / Availability
    - Cycle Time to Award
    - Strong Vendor Base
  - Continuity of Work
  - Competition

- Industry Customers
  - Operating Efficiency
    - Cash Flow / Capitalization
    - Facilities / Resource Pool
  - Market Share
  - Continuity of Work
  - Dynamic Teaming
    - Unrestricted Relationships
    - Long-Term Strategies
  - Commercial Model
    - GSA Rate Schedule
    - Performance Driven

ACSS role – *Harmonious Balance*

Cycle Time v. Profitability

Regulatory Impacts



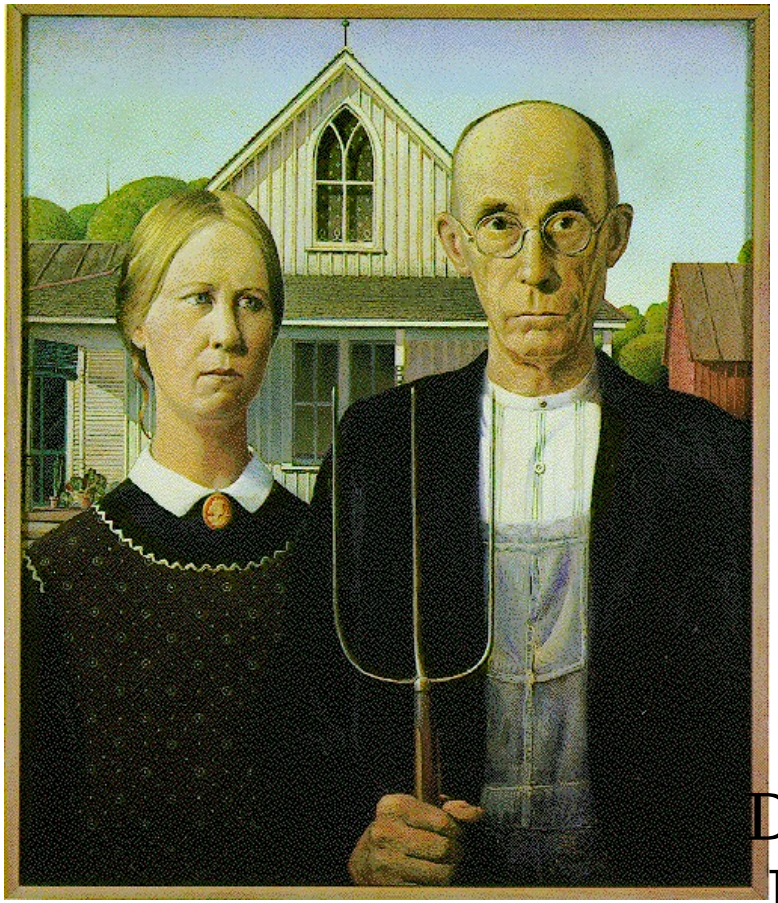
BPAs are competitively Awarded using “two-step” Process

All Task Orders are competed among Domain Prime Vendors

Price / Performance-based Acquisition Practices Applied

eP^2 Web-based e-Commerce for Solicitation / Awards

ACSS Principals



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http://www.marcorsyscom.usmc.mil/sites/acss/default.asp

ACSS Service Center Operations

New MCSC Organization

MCSC Customer Base

- ✓ $3.6B Annual $$
- ✓ 1300 Customers
- ✓ $150M+ Annual Services
- ✓ 27 - Prime Vendors
- ✓ ~140 Participating Firms

$10M+ Services Budget

HIGH VOLUME CUSTOMERS

Combat Equipment / Support Systems
Transportation / Engineer Systems
Armor & Fire Support
Infantry Weapons Systems
MAGTF C4ISR
...e Management / Air Defense
Information Systems & Infrastructure

PG16
PG15
PG14
PG13
PG1
PG11
PG10

ASST CMDR TECH
ASST CMDR Eng
ASST CMDR LC SPT
ASST CMDR ACQ LOG
ASST CMDR Programs
ASST CMDR Contracts
ASST CMDR Ops
PM LAV
PM LW 155
PM TRASYS
PM AMMO
IP DIR
DEP CMDR C4I INTEG
SE&I Group
MCTSSA
Dir, ACSS

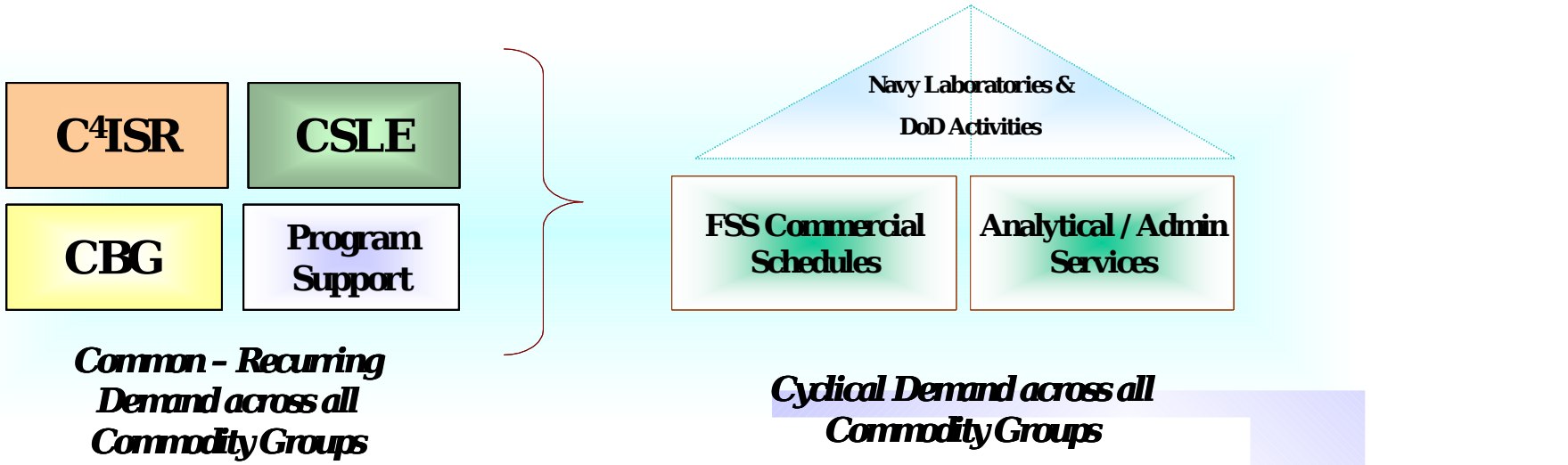
$1M(-) Services Budget

LOW VOLUME CUSTOMERS

$1 - 10M Services Budget

MODERATE VOLUME CUSTOMERS

Basis for CEOss Business Model



- ✓ *MCSC Historical Trends since 1996*
- ✓ *Pricing Behaviors vary by Domain*
- ✓ *Rates are the Independent Variable*
- ✓ *Competition / Demand Drive Behaviors*
- ✓ *GSA Schedule Pricing reflects Market Conditions*

CEOss Domain Competencies

DOMAINS

Specialty Engineering

- ☑ 874 – MOBIS
- ☑ 871 – Engineering Services
- ☑ 899 – Environmental Services
- ☑ 70 – IT Services & Support
- ☑ 873 – Lab Testing & Analysis

Business & Analytical

- ☑ 874 – MOBIS
- ☑ 520 – Financial / Business
- ☑ 69 – Training Services

Engineering & Scientific

- ☑ 874 – MOBIS
- ☑ 871 – Engineering Services
- ☑ 70 – IT Services & Support

Acquisition, Logistics & Administrative

- ☑ 874 – MOBIS
- ☑ 874 V - LOGWORLD

- Qualifying GSA Schedules for Prime Vendors / Selective for Teammates
- No Restrictions on Team Member Schedules within Domains

CEOss Domain Players

Specialty Engineering

- **FY04 Base**: 9 Prime Awards
- **Ave. Team Members**: 11
- **Primes**: AOT, AT&T, Battelle, CSC, EMA ManTech, MTC, Sentel, Unitech

Business & Analytical

- **FY04 Base**: 4 Prime Awards
- **Ave. Team Members**: 8
- **Primes**: Booz-Allen, Kalman, MCR, AMS / Vredenberg

Engineering & Scientific

- **FY04 Base**: 8 Prime Awards
- **Ave. Team Members**: 12
- **Primes**: AERA, Anteon, BAE, DCS, Gryphon, NGIT, OSEC, Sverdrup

Acquisition, Logistics & Admin.

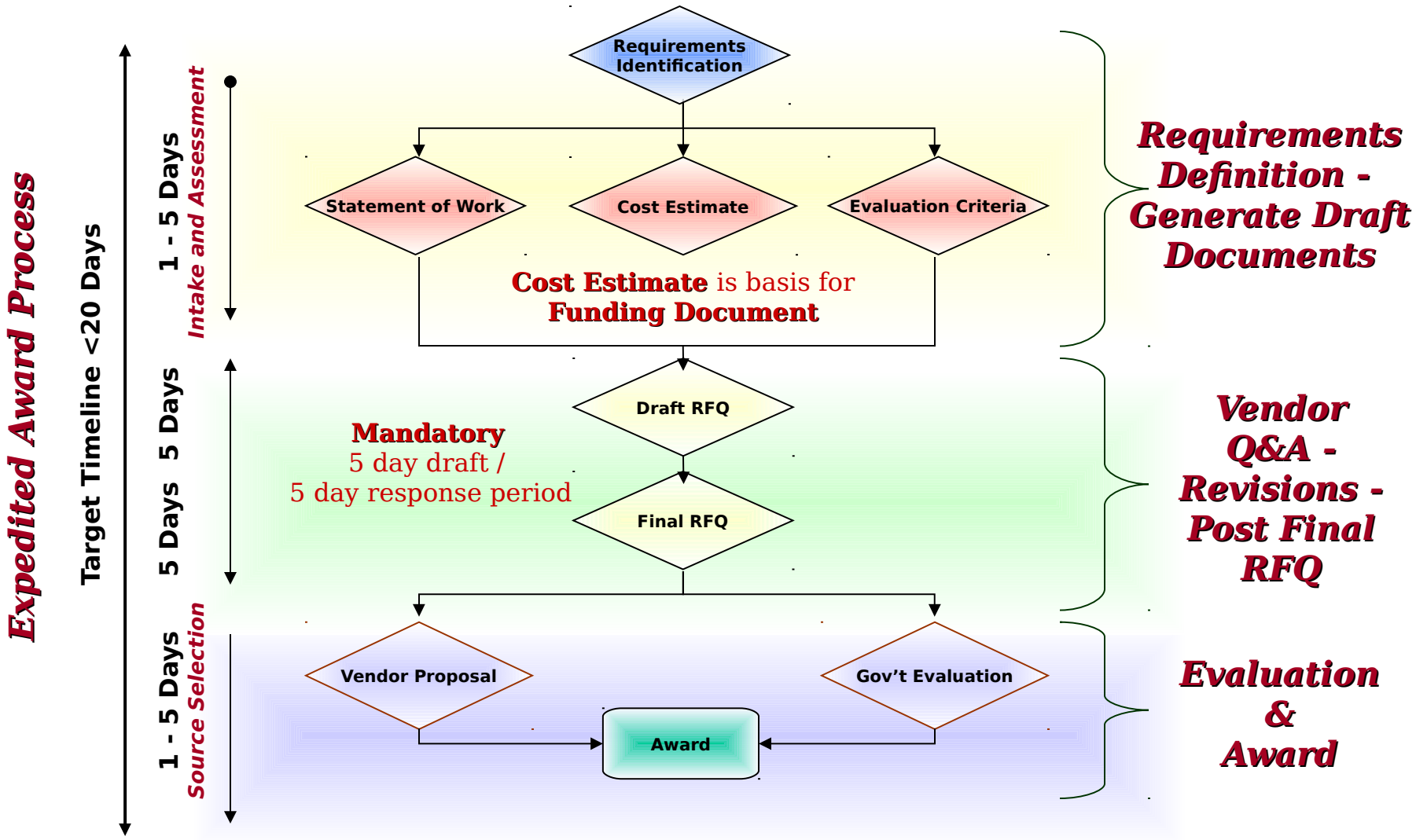
- **FY04 Base**: 4 Prime Awards
- **Ave. Team Members**: 11
- **Primes**: CACI, EG&G, INS, Information Spectrum, MKI, Titan

✓ **36% CEOss Vendors - Tier 1 - $50M+ / 5+ Schedules / Active Selling**

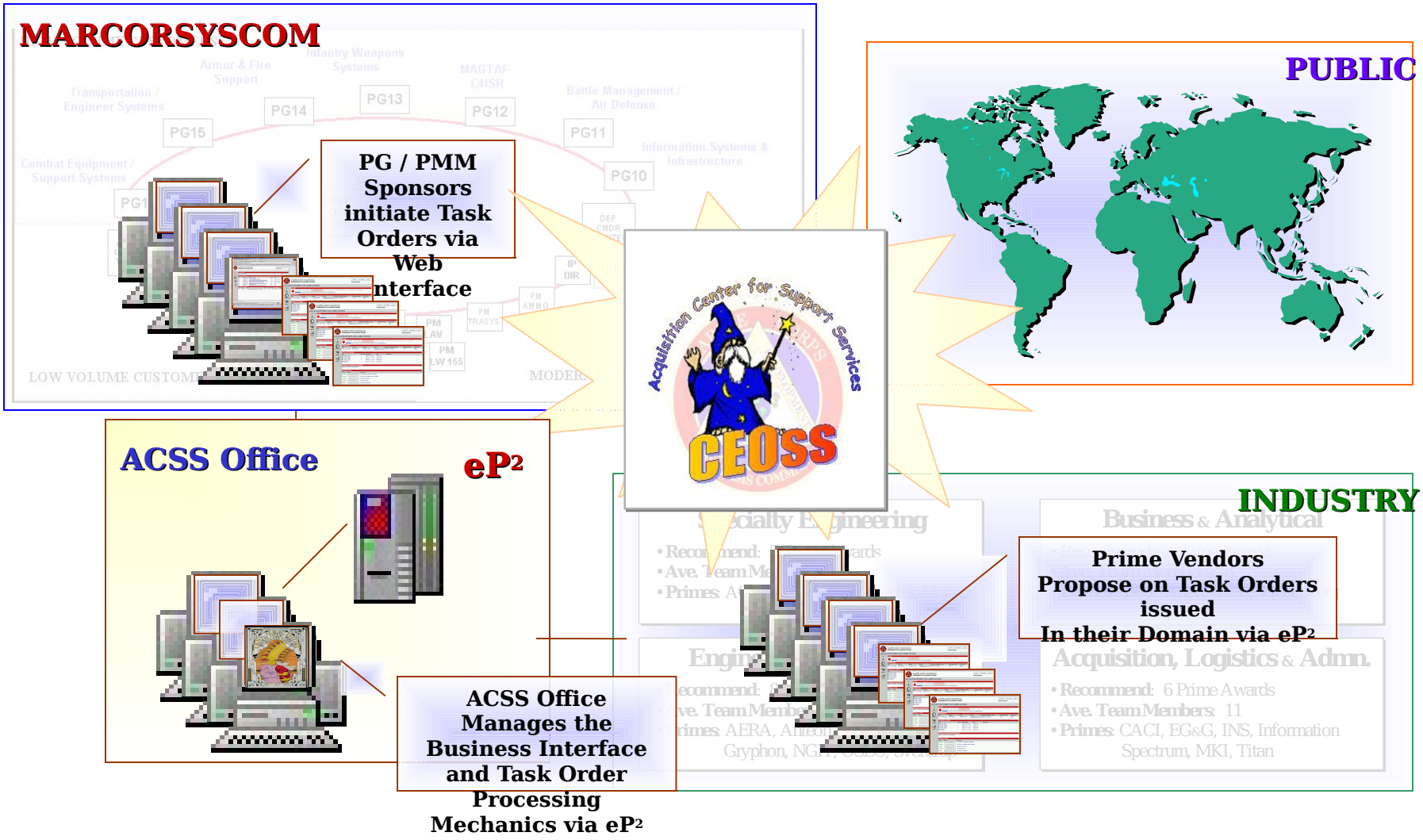
✓ **36% CEOss Vendors - Tier 2 - $20-50M / 3+ Schedules / Agency Footing**

✓ **28% CEOss Vendors - Tier 3 - <$20M / 3+ Schedules / Opportunity-centric**

CEOss Business Model



ACSS Interfaces

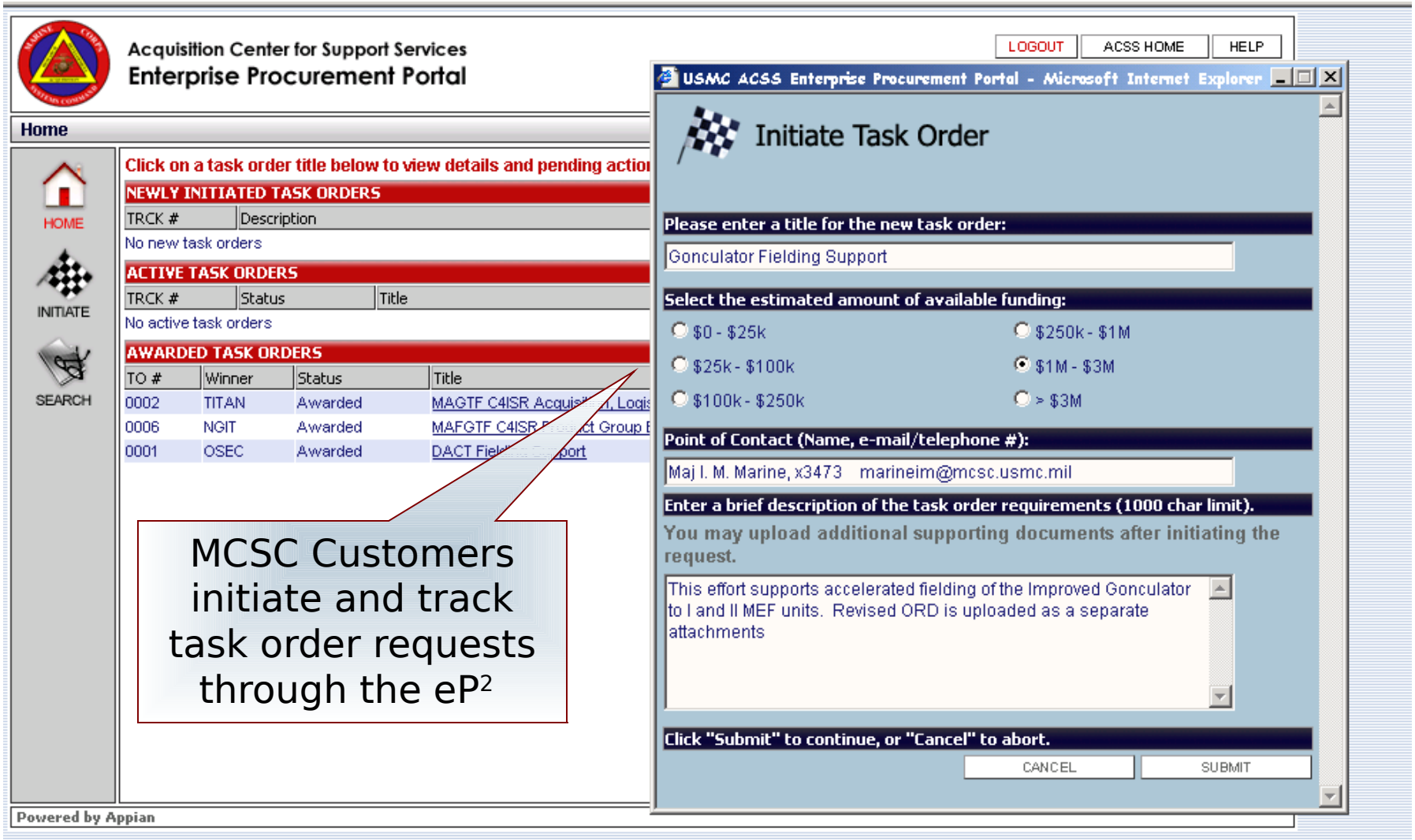

MARCORSYSCOM
PG / PMM Sponsors initiate Task Orders via Web Interface
PUBLIC
ACSS Office
eP2
ACSS Office Manages the Business Interface and Task Order Processing Mechanics via eP2
INDUSTRY
Prime Vendors Propose on Task Orders issued In their Domain via eP2
Acquisition, Logistics & Admn.
• Recommend: 6 Prime Awards
• Ave. Team Members: 11
• Primes: CACI, EG&G, INS, Information Spectrum, MKI, Titan

eP² Screen Views

Customer Actions & Responsibilities

- Initiate a Task Order Request
  - Via eP2 - Complete the Information -
    - Title of the Project / Program and POC
    - Range of Anticipated Cost ($500K - $1.0M, etc.)
    - Brief Description of the Effort
- Task Order Request Processing -
  - Entered into ACSS Master Work Schedule
    - Appointment Date / Time are Set
    - E-mail Notification to Sponsor
    - Show up - No Shows are *Purged* from Work Schedule

Customer View



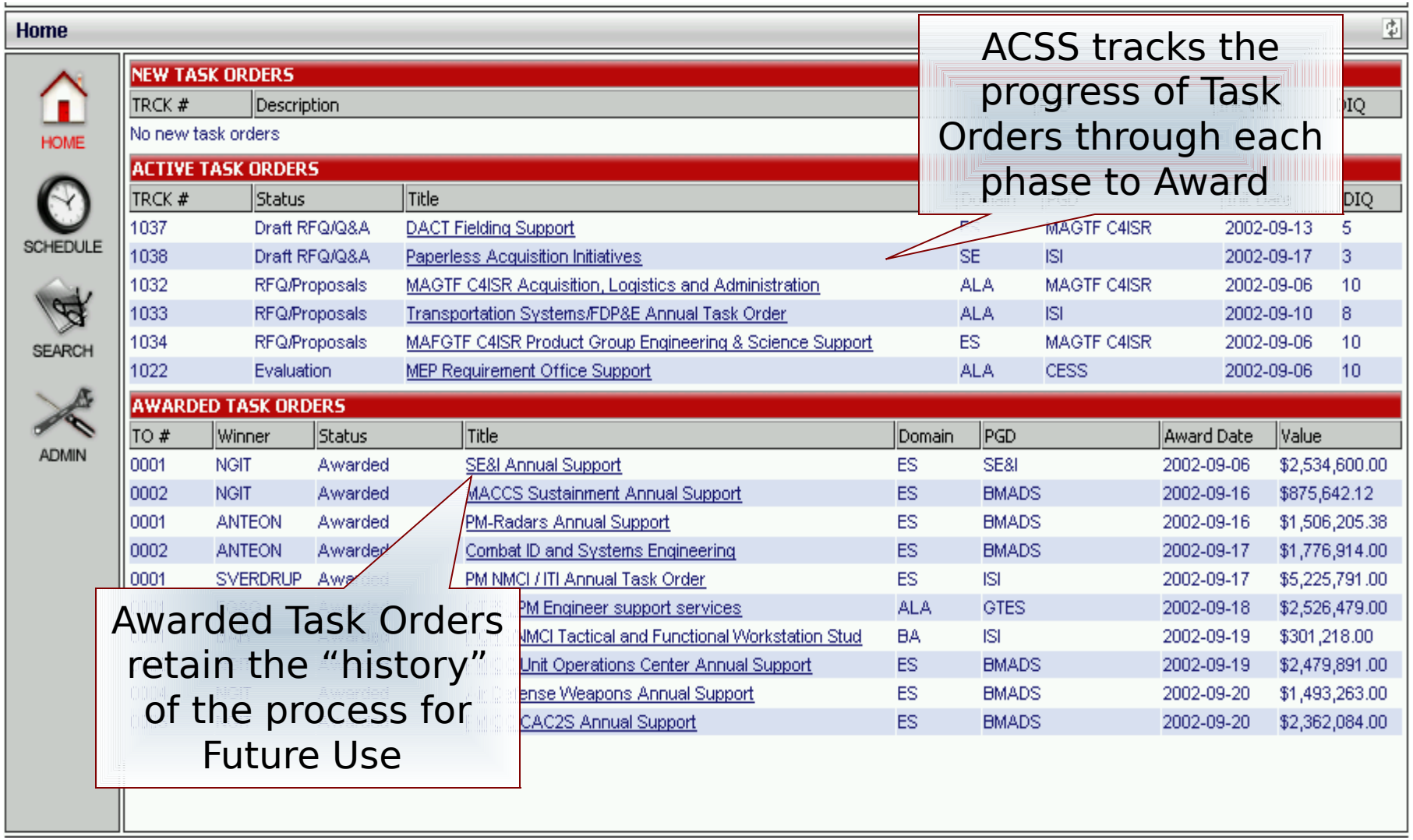
ACSS Actions & Responsibilities

- Generate Performance-Based Requirements
  - Develop Initial Estimates of Work
    - Percentages of Effort - (20% Engineering, etc.)
    - Hours Allocation - ROM derived from Percentages
    - Work Activities - Drivers / Constraints Identified
    - Results Mapped to eP2 Data Fields
  - Generate IGCE and NTE Price
    - Risk Defined Pricing established by Domain
    - Hours allocated to Activities (Data Fields)
    - Final Estimates Derived - Risk Adjusted
  - Set Evaluation Criteria Weights

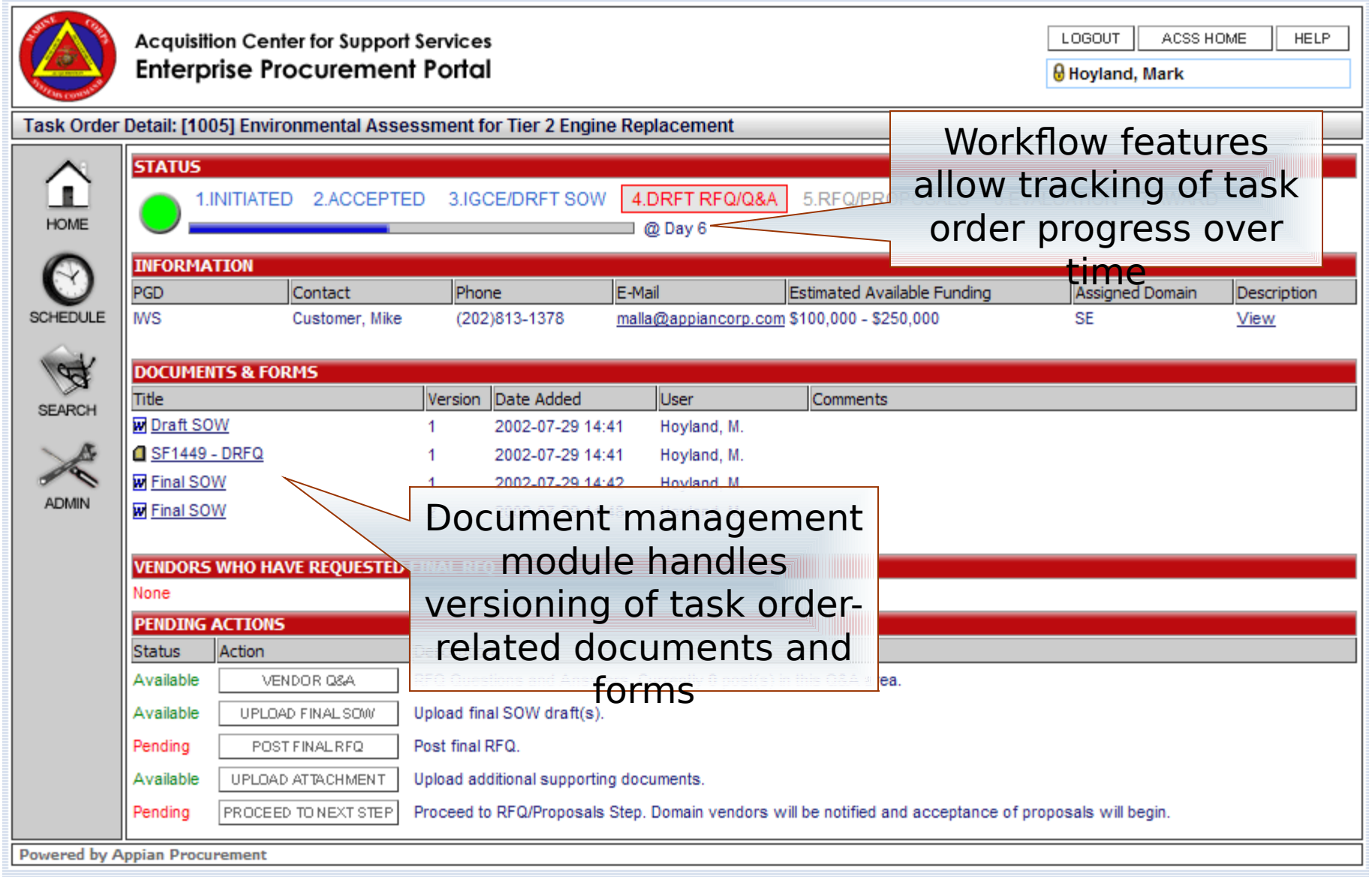
ACSS Actions & Responsibilities

- Generate & Manage TO Competition
  - Generate Draft Documents
    - Draft Performance Work Statement
    - NTE Estimate for Funding Document
    - Draft RFQ - including Evaluation Criteria
    - Web Posting / Q&A Management
  - Generate Final Documents
    - Final RFQ Posting
    - Proposal Receipt / Management
    - Assist Project Officer with Evaluation
  - Project Officer makes the Selection

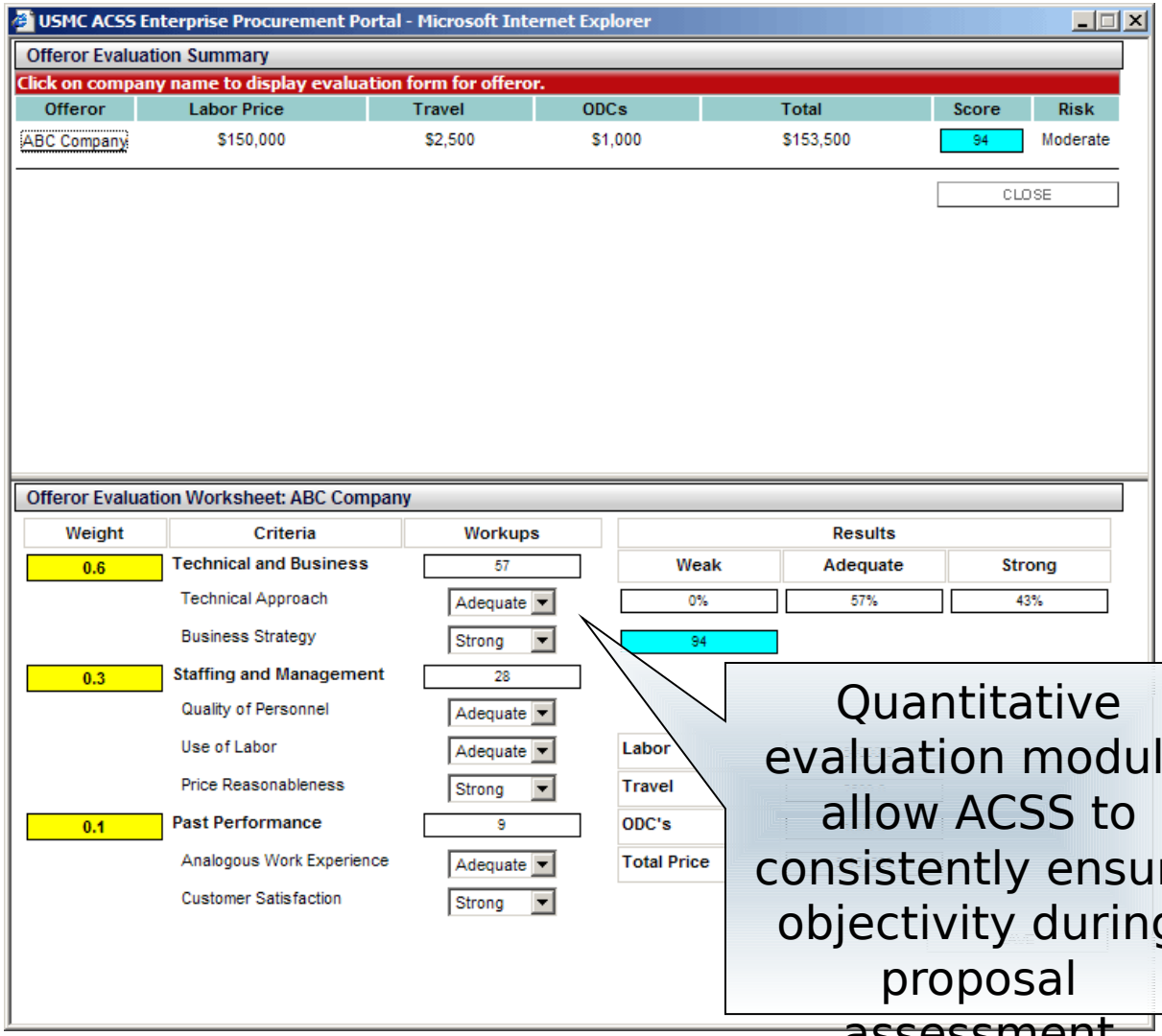
ACSS Main View


Home
HOME
SCHEDULE
SEARCH
ADMIN
NEW TASK ORDERS
TRCK # Description
No new task orders
ACTIVE TASK ORDERS
TRCK # Status Title DIQ
1037 Draft RFQ/Q&A DACT Fielding Support MAGTF C4ISR 2002-09-13 5
1038 Draft RFQ/Q&A Paperless Acquisition Initiatives SE ISI 2002-09-17 3
1032 RFQ/Proposals MAGTF C4ISR Acquisition, Logistics and Administration ALA MAGTF C4ISR 2002-09-06 10
1033 RFQ/Proposals Transportation Systems/FDP&E Annual Task Order ALA ISI 2002-09-10 8
1034 RFQ/Proposals MAFGTF C4ISR Product Group Engineering & Science Support ES MAGTF C4ISR 2002-09-06 10
1022 Evaluation MEP Requirement Office Support ALA CESS 2002-09-06 10
AWARDED TASK ORDERS
TO # Winner Status Title Domain PGD Award Date Value
0001 NGIT Awarded SE&I Annual Support ES SE&I 2002-09-06 $2,534,600.00
0002 NGIT Awarded MACCS Sustainment Annual Support ES BMADS 2002-09-16 $875,642.12
0001 ANTEON Awarded PM-Radars Annual Support ES BMADS 2002-09-16 $1,506,205.38
0002 ANTEON Awarded Combat ID and Systems Engineering ES BMADS 2002-09-17 $1,776,914.00
0001 SVERDRUP PM NMCI / ITI Annual Task Order ES ISI 2002-09-17 $5,225,791.00
PM Engineer support services ALA GTES 2002-09-18 $2,526,479.00
NMCI Tactical and Functional Workstation Stud BA ISI 2002-09-19 $301,218.00
Unit Operations Center Annual Support ES BMADS 2002-09-19 $2,479,891.00
ense Weapons Annual Support ES BMADS 2002-09-20 $1,493,263.00
CAC2S Annual Support ES BMADS 2002-09-20 $2,362,084.00
ACSS tracks the progress of Task Orders through each phase to Award
Awarded Task Orders retain the “history” of the process for Future Use

ACSS Task Order View



ACSS - Evaluation View



Evaluation Results

Offeror Evaluation Summary

Click on company name to display evaluation form for offeror.

Offeror	Labor Price	Travel	ODCs	Total	Score	Risk
Redacted	$389,997	$10,000	$5,000	$404,997	86	High
	$390,051	$46,040	$3,683	$439,774	93	Low
	$392,543	$10,000	$5,000	$407,543	100	Low
	$372,027	$11,741	$1,875	$385,643	97	Low
	$375,467	$37,802	$4,595	$417,864	84	High
	$392,333	$10,000	$5,000	$407,333	92	Moderate

CLOSE

ePS will Capture Your Aggregate Ratings and Overall Ranking of Offers

Rationale for Award of NLW Support:

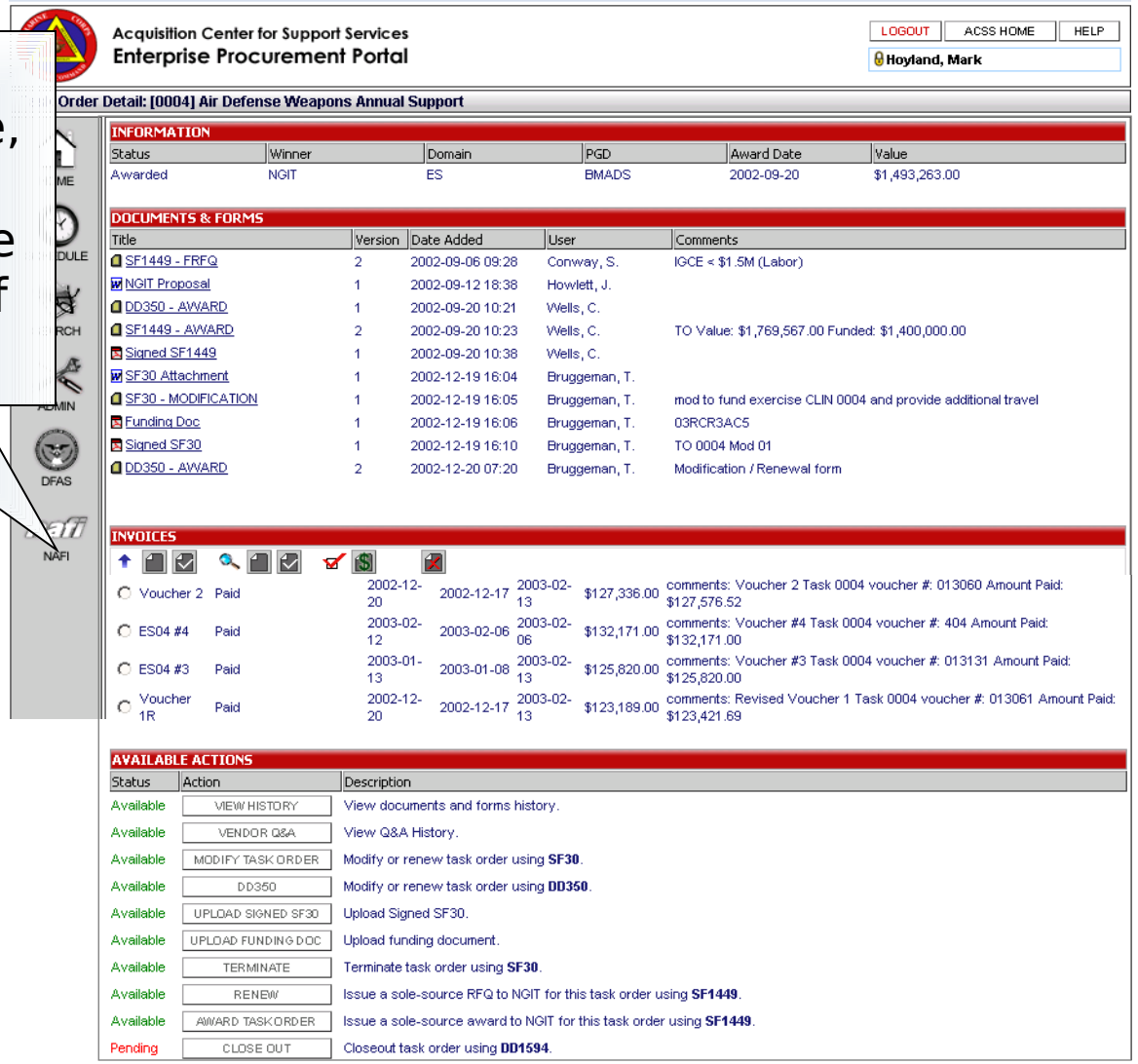
Award is recommend for Company A, at $407,543 on the basis of their superior technical and business approach. No significant risks were noted with any aspect of their proposal, nor were any exceptions taken to the development of the pricing.

Selection of contractor labor, breakdown of task requirements and overall understanding, as well as past performance are superior to the other offers received.

_____
Maj I. M. Marine, Chairperson

ACSS Post Award View

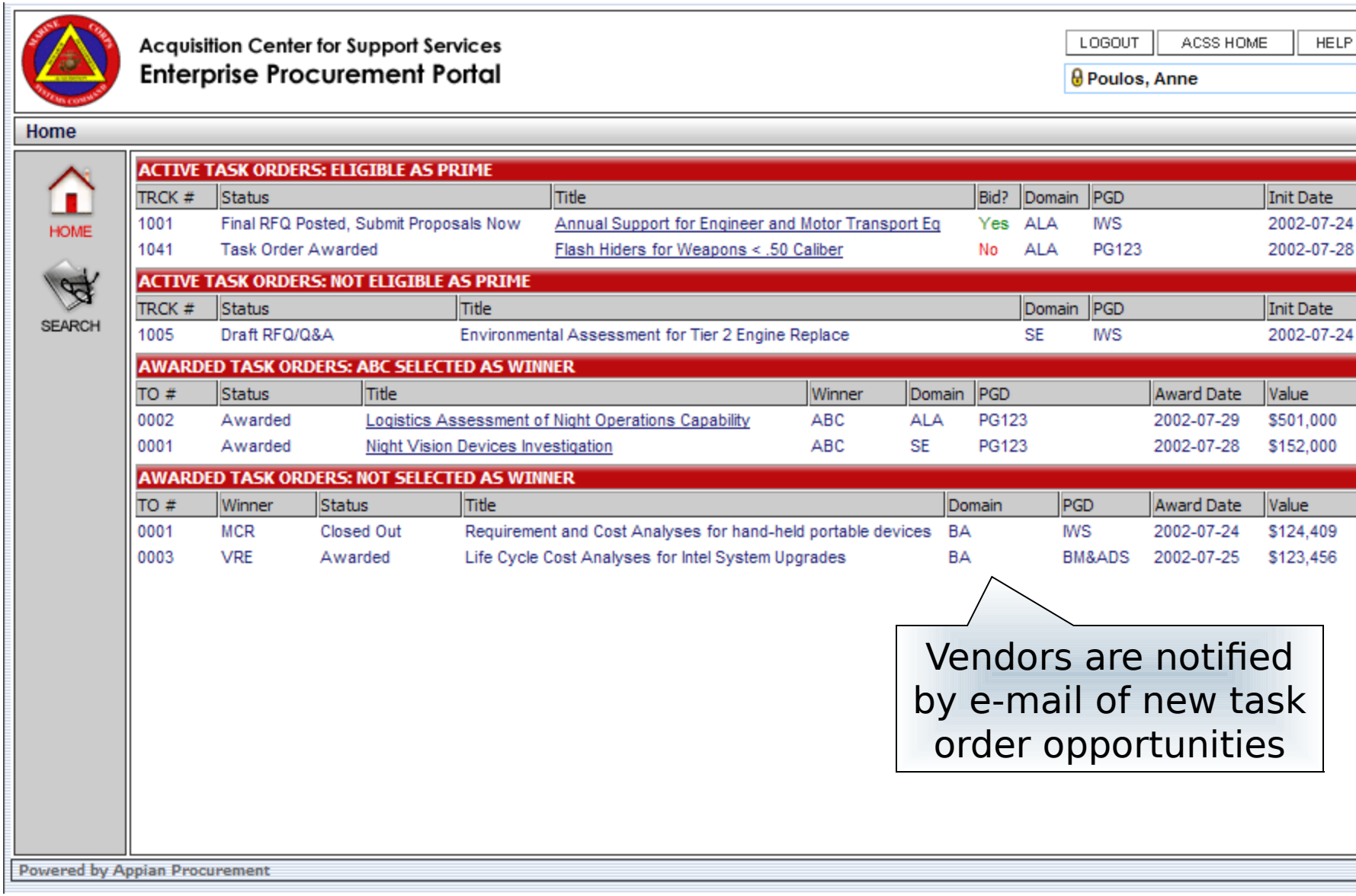
TO history, invoicing module, and post award screens available for all aspects of administration


Acquisition Center for Support Services
Enterprise Procurement Portal
LOGOUT
ACSS HOME
HELP
Hoyland, Mark
Order Detail: [0004] Air Defense Weapons Annual Support
INFORMATION
Status | Winner | Domain | PGD | Award Date | Value
Awarded | NGIT | ES | BMADS | 2002-09-20 | $1,493,263.00
DOCUMENTS & FORMS
Title | Version | Date Added | User | Comments
SF1449 - FRFQ | 2 | 2002-09-06 09:28 | Conway, S. | IGCE < $1.5M (Labor)
NGIT Proposal | 1 | 2002-09-12 18:38 | Howlett, J.
DD350 - AWARD | 1 | 2002-09-20 10:21 | Wells, C.
SF1449 - AWARD | 2 | 2002-09-20 10:23 | Wells, C. | TO Value: $1,769,567.00 Funded: $1,400,000.00
Signed SF1449 | 1 | 2002-09-20 10:38 | Wells, C.
SF30 Attachment | 1 | 2002-12-19 16:04 | Bruggeman, T.
SF30 - MODIFICATION | 1 | 2002-12-19 16:05 | Bruggeman, T. | mod to fund exercise CLIN 0004 and provide additional travel
Funding Doc | 1 | 2002-12-19 16:06 | Bruggeman, T. | 03RCR3AC5
Signed SF30 | 1 | 2002-12-19 16:10 | Bruggeman, T. | TO 0004 Mod 01
DD350 - AWARD | 2 | 2002-12-20 07:20 | Bruggeman, T. | Modification / Renewal form
INVOICES
Voucher 2 | Paid | 2002-12-20 | 2002-12-17 | 2003-02-13 | $127,336.00 | comments: Voucher 2 Task 0004 voucher #: 013060 Amount Paid: $127,576.52
ES04 #4 | Paid | 2003-02-12 | 2003-02-06 | 2003-02-06 | $132,171.00 | comments: Voucher #4 Task 0004 voucher #: 404 Amount Paid: $132,171.00
ES04 #3 | Paid | 2003-01-13 | 2003-01-08 | 2003-02-13 | $125,820.00 | comments: Voucher #3 Task 0004 voucher #: 013131 Amount Paid: $125,820.00
Voucher 1R | Paid | 2002-12-20 | 2002-12-17 | 2003-02-13 | $123,189.00 | comments: Revised Voucher 1 Task 0004 voucher #: 013061 Amount Paid: $123,421.69
AVAILABLE ACTIONS
Status | Action | Description
Available | VIEW HISTORY | View documents and forms history.
Available | VENDOR Q&A | View Q&A History.
Available | MODIFY TASK ORDER | Modify or renew task order using SF30.
Available | DD350 | Modify or renew task order using DD350.
Available | UPLOAD SIGNED SF30 | Upload Signed SF30.
Available | UPLOAD FUNDING DOC | Upload funding document.
Available | TERMINATE | Terminate task order using SF30.
Available | RENEW | Issue a sole-source RFQ to NGIT for this task order using SF1449.
Available | AWARD TASKORDER | Issue a sole-source award to NGIT for this task order using SF1449.
Pending | CLOSE OUT | Closeout task order using DD1594.

Industry Actions & Responsibilities

- Monitor eP2 for new TOPR's
  - Based upon their Prime Domain
    - Review Draft Documents
    - Generate Q&A - Participate "on-line"
    - *Request* and Download Final RFQ!!
    - Submit Proposal via eP2
  - Awards and Other Actions
    - View Actions related to Competition
    - View Actions occurring in other Domains

Industry Main View



Acquisition Center for Support Services
Enterprise Procurement Portal

LOGOUT | ACSS HOME | HELP

Poulos, Anne

Home

HOME

SEARCH

ACTIVE TASK ORDERS: ELIGIBLE AS PRIME

TRCK #	Status	Title	Bid?	Domain	PGD	Init Date
1001	Final RFQ Posted, Submit Proposals Now	Annual Support for Engineer and Motor Transport Eq	Yes	ALA	IWS	2002-07-24
1041	Task Order Awarded	Flash Hiders for Weapons < .50 Caliber	No	ALA	PG123	2002-07-28

ACTIVE TASK ORDERS: NOT ELIGIBLE AS PRIME

TRCK #	Status	Title	Domain	PGD	Init Date
1005	Draft RFQ/Q&A	Environmental Assessment for Tier 2 Engine Replace	SE	IWS	2002-07-24

AWARDED TASK ORDERS: ABC SELECTED AS WINNER

TO #	Status	Title	Winner	Domain	PGD	Award Date	Value
0002	Awarded	Logistics Assessment of Night Operations Capability	ABC	ALA	PG123	2002-07-29	$501,000
0001	Awarded	Night Vision Devices Investigation	ABC	SE	PG123	2002-07-28	$152,000

AWARDED TASK ORDERS: NOT SELECTED AS WINNER

TO #	Winner	Status	Title	Domain	PGD	Award Date	Value
0001	MCR	Closed Out	Requirement and Cost Analyses for hand-held portable devices	BA	IWS	2002-07-24	$124,409
0003	VRE	Awarded	Life Cycle Cost Analyses for Intel System Upgrades	BA	BM&ADS	2002-07-25	$123,456

Vendors are notified by e-mail of new task order opportunities

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